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Dear Herbert,

The attached clipping leads me to wonder if you are back in the harness yet; or does the Indian summer seem good out at the lake?

Thanks for the return of the several enclosures from my last letter. When I got them I knew how busy you were just doing nothing; I know, for how many years was I like that, taking it easy with the days slipping by, faster each one and less done?

I don't know much news. Old D. V. has hit a new high, or low: he's got the ultimate in selling, the thing that the free-lance salesman turns to when he really wants to make money, to wit, the peddling of bone yard lots. It's high pressure, for most of us feel we have to get one of those little plots of ground, for surely as taxes, we're going to need to occupy some day. Yeah.

Crapo wrote me for data on the Club's early history; it seems they are going to publish same in a new Roster this year to be out in time for the annual old-timers meet; I hope you can attend. I'd like to, but not back there in the dead of winter; and besides I can't get away from these damn blood specimens a day. You worry to build up a business to make a living, and then it developes into something that lives on you.

We moved; I had to be downtown to be near the Post Office, and now I get my mail three times a day, Sats. and Suns. included, and I have spoiled my clients rotten by getting out their reports now. We have a nice little apt. with garage--with car-less garage, but the roof of same has a nice sun deck, and it's cool now, so I can take my daily baths. We noticed when we got down here, that these older places with thick walls are cooler; you didn't have to run the cooler so much; it was hot right up until Oct. 1st, comes up to just the 80's this month so far.

Business at the local office got worse, and hit the low in October, but now we begin to see winter visitors again. Some of my clients back east, however, are crying about the effects of the strike. There isn't much security about which everybody talks. When money comes in fast, we are afraid to spend it, thinking business will grow worse; when it don't come in well--- But now when I note salaries like that mentioned in the clipping, and I compare it what you make in being in business for yourself, I can see the latter has a point or two of advantage, even if less security. I thought I liked the security of teaching, but now I don't know when one considers what it costs just to live.

I don't know if you are back in a position to get books and read yet, but in Aug. Electronics, I saw a review of a title I knew I must get: Maclaurin, Invention and Innovation in the Radio Industry. With the approval of the head of the college E. E. Dept., I got the university library to order it, and the author, a M. I. T. prof, certainly covers the field, not only all the old days of Marconi,

(over)

Fessenden, and de Forest, but right up to modern television times, and he gives economic analyses of the successes and failures in the field. The business and technical sides are contrasted, and certainly I found many an explanation for events I have always wondered about. I may have missed the review in the I. R. E., but I have been looking for it. In view of my study of Federal Telegraph, I was dissatisfied that there was little attention given that organization. I have had, I think I told you, some interesting correspondence these past few months with C. F. Elwell, the retired founder of Federal. What I liked about the book was my opportunity to compare his range of study with what I myself have spent a lifetime now reading.

Elwell practiced most of his life in London, and I note he puts the M. I. E. E. (British) in bigger letters than his American Fel. I. R. E. He has returned to Palo Alto where he graduated and introduced the Poulsen arc into the U. S., about 1906. I observe the pattern in this whole field of wireless is of the young inventor--the "boy genius" (which even the late Count simulated)--and how generous he is backed by mature financiers, with the end results in few cases, Marconi's the real exception, no better than we saw at Universal Wireless. It is interesting to note that what got Elwell in wireless was an assignment from some Oakland bankers to check over the McCarthy spark wireless telephone patents. They had put up a lot of money, and McCarthy even then wasn't as old as when he died, and that while he still was in his 'teens! And we thought the Count was a punk.

Well, it time to go for the 2 p. m. mail, and soon I'll be back on the only DX I work, 10-48 cirrhosis of the liver, 20-50 rheumatic toxins, 5-91, the function of the prostate, and I figger out the treating rates, the tissue salts needed, vitamins, herbs, concussion points of the spine--in fact the whole damn diagnosis and schedule of treatment, and all the doctor has to do is do it. And here is what one client, who has just moved West and broke into competitive San Diego, says: (and I quote) "Dr. Baird, I feel that since using your services I have been getting outstanding results with patients and their difficulties, in removing the causes and making the patient well, happy and satisfied." Yeah, I do the work.

Drop me a note with the news.

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